

Mahaska County Rural Broadband Project

MAHASKA COUNTY, IOWA REQUEST FOR PROPOSALS (RFP)
NOTIFICATION FOR PRIVATE PROVIDER(S) TO DEPLOY, OPERATE,
AND MAINTAIN A FIBER-TO-THE-PREMISE NETWORK WHICH
DELIVERS HIGH-SPEED BROADBAND TO CURRENTLY
UNDERSERVED PREMISES IN MAHASKA COUNTY

SMARTSOURCE CONSULTING, LLC

SUMMARY PAGE

Project Location: Mahaska County, Iowa

Response Due Date and Time: By 5:00 PM CST – Friday, March 4, 2022

This Request for Proposals (RFP) is official notification of needed professional services. This RFP is being issued to solicit a response and other documents from Internet Service Providers qualified to deploy, operate, and maintain a broadband internet network ensuring that currently underserved premises in Mahaska County are served by high-speed broadband. For purposes of this RFP, a “premise” is defined as any residence or commercial location, including agricultural facilities, with broadband connectivity needs.

A submittal does not guarantee that the Applicants will be contracted to perform any services but only serves notice that the Applicant desires to be considered. Mahaska County is not responsible for any costs incurred by the Applicants for the preparation of any materials required for responding to this RFP.

Contact for Questions: Curtis Dean, SmartSource Consulting

Phone: 515-650-0251

Email: curtis@smartsourceconsulting.com

Submittal requirements: RFP Response (required content and instructions follow); one digital copy submitted to:

Curtis Dean, SmartSource Consulting

Phone: 515-650-0251

Email: curtis@smartsourceconsulting.com

Selection Procedures: Applicants will be selected for work items further described herein, based on the evaluation of the RFP response and other required documents as submitted. Analysis and scoring of responses shall be based on the major criteria identified in Section 6 of the RFP. Mahaska County may make one or multiple awards but is not required to make an award.

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1 - INTRODUCTION

Iowa Governor Kim Reynolds made available federal American Rescue Plan Coronavirus State and Local Fiscal Recovery Funds for broadband expansion in Iowa. To distribute these funds, the Office of the Chief Information Officer issued Notice of Funding Availability (NOFA) #007 for the Empower Rural Iowa Broadband Grant Program. On October 25, 2021, the OCIO Office issued Notice of Funding Availability #007 which awarded various projects funding for broadband expansion.

Mahaska County has received notice of Federal funding allocated under the Coronavirus Local Fiscal Recovery Fund established under the American Rescue Plan Act (ARPA) signed into law on March 11, 2021. Sections 602(c)(1) and 603(c)(1) allow funds to be used for necessary investments in water, sewer, or broadband infrastructure. The Final Rule published by the Department of the Treasury in 31 CFR Part 35 states that within eligible use categories, local governments have flexibility to determine how best to use its allocated funds to meet the needs of its communities and populations for any allowed use, including broadband infrastructure. Additional publications prescribe additional guidance on how the County can flexibly determine the types of broadband projects, investments, transfers to private entities, and forgivable loans it chooses to make necessary investments in broadband infrastructure that provides reliable and consistent performance, including local hiring provisions that support economic recovery.

The Mahaska County Board of Supervisors (“Board”) concurs there are broadband service deficiencies in the areas of the county identified on the State of Iowa Broadband Map V4 (Map V4, see Attachment B) and declared, through a Resolution that declared:

- (1) An economic public purpose to facilitate additional broadband infrastructure investments in Map V4 areas of the County currently lacking fiber optic broadband service
- (2) That a gap in the capital needed for broadband providers to construct fiber optic networks in Map V4 is a barrier to making broadband infrastructure investments, where competitively-priced broadband service fees cannot adequately repay the debt needing to be issued, nor attract the equity at a reasonable rate of return; and
- (3) That Department of the Treasury guidance appears to provide that the Board is duly authorized to define the parameters by which it can incentivize necessary investments in broadband infrastructure that reduce providers’ funding gap, through transfers, grants, and forgivable loans to private entities.

Therefore, the Board formally allocated \$2 million of its ARPA funding to award, through an incentive program that restricts eligible broadband infrastructure projects and providers proposing to meet at both Treasury Final Rules and additional criteria determined by the Board.

The purpose of the direct capital funding will be to partially defray the cost of the infrastructure necessary to meet the requirements of the RFP, which might include construction or improvement of fiber optics, cabinets, pedestals, poles, pole attachments, CPE, etc. (collectively this infrastructure is hereinafter referred to as “Assets”). Applicants may submit multiple responses to this RFP for proposals that differ in service areas, technology, requested County funding, timing of deployment, eligibility requirements or any combination thereof.

Through this RFP, the County seeks proposals from Applicants to build, operate, and maintain Assets to provide broadband internet service throughout one or more geographic area(s) of Mahaska County.

2 - PROJECT OVERVIEW, PURPOSE AND OBJECTIVES

2.1 - PROVIDE HIGH-SPEED SERVICE TO UNSERVED AND UNDERSERVED PREMISES

The County seeks to make available high-speed broadband services to as many premises in the County as possible, specifically to underserved or unserved households and businesses, defined as those that are not currently served by a wireline connection that reliably delivers at least 25 Mbps download speed and 3 Mbps upload speed.

The high-speed broadband services shall specifically provide a service designed to reliably meet or exceed a symmetrical speed of 1 gigabit per second (Gbps) download and 1 Gbps upload.

The purpose of the RFP is to seek innovative or traditional broadband solutions from one or more Applicants proposing one or multiple solutions over all or portions of the county. From these responses, the County will select the best Applicant(s) to finalize project details by creation and execution of a contract with the County.

The County does not intend to enter the broadband business as a competitive service provider.

The County does not intend to own the network infrastructure Assets it financially supports through this RFP process.

The County does not intend to operate the network enterprise it financially supports through this RFP process. The network enterprise will be owned and operated by the selected Applicant, and/or Applicant's subcontractor, as per the contract to be negotiated with the County.

If the Applicant is currently providing service in some areas of the County, the County requires that the Applicant provide similar pricing and service tiers for data services the Assets in the newly served areas.

This request for proposals does *not* constitute a contract for services performed or to be performed.

2.2 – RFP SCHEDULE AND PUBLICATION

The County intends the project be deployed in a continuous fashion commencing immediately upon contract execution.

The RFP Schedule is as follows:

- Issue RFP: Friday, February 11, 2022
- Informational RFP Web Session: Thursday, February 17, 2022 at 10:00am. Zoom link: <https://us02web.zoom.us/j/81985908968?pwd=TTU5LzZZOHR5QWpIRm0wenpldIBiQT09>
- Written Answers to web session or emailed questions delivered: Monday, February 21, 2022
- **RFP Response Deadline: Friday, March 4, 2022 at 5:00pm CST**
- RFP Response Review Period: March 4, 2022 to March 8, 2022
- Begin negotiations with selected Applicant(s): March 9, 2022

2.3 – RFP SUBMITTAL PROCESS

RFP responses must be complete and submitted using the formats, processes, and timelines outlined in the RFP. Final RFP submittal information documents will *only* be accepted in an electronic document format (PDF preferred) delivered via e-mail. Electronic documents should be well organized and presented as this will be part of the scoring for completeness of RFP. All communication related to the RFP must contain in the subject line of the e-mail the following identifier:

“Mahaska County - Rural Broadband Coverage – 2022 RFP Response”

Responses received after the specified due date and time shall result in disqualification of the Applicant's RFP submittal and will not be accepted.

All proposals submitted become the property of Mahaska County.

Facsimile, printed, or telephoned proposals will not be considered. Applicants are responsible for confirming delivery of e-mails.

2.4 – RFP VIRTUAL CONFERENCE

An informational virtual conference will be held at the time and date listed in this RFP. This session will familiarize interested Applicants on the contents of the RFP and the goals of Mahaska County. Interested Applicants are *strongly* encouraged to attend the informative web session. Interested Applicants will also have the opportunity for open discussion and asking questions. All questions will be documented and issued by the Written Answers Delivered date specified in 2.2.

Please contact Curtis Dean via email at curtis@smartsourceconsulting.com to receive invitation details to the virtual conference.

2.5 – RFP QUESTION AND ANSWER PROCESS

Written questions are the sole responsibility of the Applicant regarding inquiry about any requirement of this RFP that is not fully understood.

RFP Applicants must submit any technical or procedural questions related to the RFP in writing via e-mail to the following e-mail address: curtis@smartsourceconsulting.com

The County reserves the right to directly contact Applicants (via e-mail or phone) to clarify questions received.

All submitted questions will receive a written response with the resulting written communications containing questions and answers forwarded to all organizations receiving the original RFP. All question responses will be distributed by the Written Answers Delivered date specified in 2.2.

2.6 – MAHASKA COUNTY FINANCIAL CONTRIBUTION

The County will provide a direct capital dollar contribution for the project to one or more Applicants under the terms and timelines specified in a negotiated contract. The County funding will be released upon completion and acceptance of agreed upon project milestones.

The proposed funding by the County shall be in the form of a 10-year amortized loan at an interest rate of 0%, contractually to be forgiven upon completion of all project service areas and meeting required performance metrics and other requirements.

All deployment, maintenance, and operational costs, including customer acquisition and customer service, will be the responsibility of the Applicant.

The capital financial contribution of the County is explicitly designed to compensate and adjust the overall project's financial metrics to acknowledge that the selected Applicant will be creating and making available specific, pre-defined broadband products within one or more specified geographic areas of Mahaska County.

Applicants shall understand that the County may have one or more funding sources, and that the ultimate source(s) of funding may require appropriations or other governmental proceedings to make the source(s) available. Any awards and/or contracts resulting from this RFP will be subject to the available funds.

2.7 – GENERAL RFP REQUIREMENTS, CONSIDERATIONS, AND ANTICIPATED CONTRACT TERMS

By submission of a proposal, each Applicant acknowledges that the County, in its sole discretion, may make a single award for this RFP, multiple awards, or no awards. The contract may be awarded on the merits of the whole proposal or only a part of it.

There is no guarantee a contract will successfully be awarded related to a winning Applicant's response. The County reserves the right to cancel this RFP at any time.

The County is not required to accept the lowest cost proposal.

The County reserves the right to reject any proposal if the evidence submitted by, or investigation of, such Applicant fails to satisfy the County that such Applicant is properly qualified to carry out the obligations of the contract and to complete the work contemplated therein.

The County reserves the right to accept any proposal, to reject any or all proposals, to reissue a request for proposals, to waive irregularities and/or informalities in any proposal, and to make the award in any manner deemed in the best interest of the County.

The County may make such investigation as deemed necessary to determine the ability of the Applicant to perform the work, and the Applicant shall furnish to the County all such information by the date specified by the County.

The County may conduct such investigations as it deems necessary or appropriate to assist in the evaluation of any RFP response and to establish the responsibility, qualifications, and financial ability of the Applicant, their proposed subcontractors, and other persons or organizations submitted within an Applicant's response to do the work to the County's satisfaction within the prescribed time.

The submission of an RFP response will constitute representation by the Applicant that it understands and has complied with the requirements of the RFP. Submission of a response indicates the RFP information provided was sufficient in scope and detail to convey understanding of anticipated terms and conditions for performance of the work.

While not shown in the schedule above, the County reserves the right to conduct interviews of short-listed Applicant(s) prior to making a final selection.

The information contained in proposals submitted for consideration by the County will be held in confidence only to the extent allowable by law. The County will honor specific requests for confidentiality for information of a proprietary nature only to the extent allowed by law if clearly marked by Applicant as "Proprietary" or "Confidential."

All proposals will become public records and may be subject to public review and dissemination as provided for under Iowa Code Chapter 22. All public records requests will be handled in accordance with the County's open records policies and procedures. "Proprietary" or "Confidential" items should be noted and will not be eligible for public review to the extent allowed by law. During the RFP process itself, and until a contract is awarded or this process is canceled, all information and documents received are confidential.

RFP Applicants assume all costs of preparation of the proposal. RFP responses become the property of Mahaska County.

Mahaska County is exempt from State, Federal, and Local taxes. Mahaska County will not be responsible for any taxes levied on the Applicant as a result of the contract resulting from this RFP.

The County acknowledges the potential for a variety of contract frameworks that may result from this RFP process and subsequent contract negotiations; however, any final contract must comply with County requirements.

If chosen for contract negotiation, the selected Applicant candidate must provide a description of all liability and property insurances that would be in place relative to the contract as outlined in this RFP.

The Applicant will be expected to execute a contract within 60 days of notification they have been selected by the County as an awarded candidate. The County reserves the right to select other candidates if a contract is not executed within the 60-day timeline.

The Applicant should expect that disbursement of County capital fund participation will be coordinated with the achievement of specific, mutually agreed-upon project milestones. Additionally, a performance bond, construction bond, letter of credit, or other method of surety may be required for all or certain portions of the project scope.

3 – SERVICE AREAS

The Applicant will identify the areas of Mahaska County where a fiber-to-the-premise network will be constructed. Such areas should be considered underserved by the current Empower Iowa Broadband Grant Application (NOFA #007). Each premise in the identified service area shall have access to both internet upload and download speeds of at least 1 gigabit per second (1 Gbps) utilizing a fiber-to-the-premise network no later than December 31, 2026. Preference will be given to infrastructure capable of multi-gigabit speeds at the time of service deployment.

The Applicant will demonstrate how the proposed project prioritizes first providing wireline (fiber) service, to the most customers, that currently do not have an option at least of 25 Mbps download speed and 3 Mbps of upload speed available at their premise.

4 – PROJECT REQUIREMENTS

The following section is intended to describe the network and product requirements associated with the Rural Broadband Coverage project.

4.1 – TECHNICAL AND CUSTOMER SERVICE REQUIREMENTS

The fiber-to-the-premise network proposed by the applicant should meet or exceed the following technical performance requirements:

- System designed to 99.99% uptime.
- Network backhaul capacity should be capable of scaling to accommodate the maximum customer capacity as designed.
- The Applicant should demonstrate how the proposed project provides prospective consumers within the project area with an improved customer experience in all aspects, including response times and minimal service issues. The County reserves the right independent pre-construction and post-construction area

customer satisfaction survey and speed test results to verify network performance and customer experience.

- The Applicant should certify that a local physical presence within the County, staffed by at least one local employee, shall be located from the time of County award through December 31, 2029.
- The Applicant should document how retail rates for services offered are priced competitively with other provider options in the County and that the applicant participates or plans to participate in the Affordable Connectivity Plan. Note, for priority, how the applicant provides retail rate discounts to existing public entities and nonprofits within the County.
- No monthly data caps or bandwidth/speed reduction due to metered usage.

4.2 – NETWORK CONSTRUCTION STANDARDS

Applicants should expect that upon successful completion of a negotiated contract for deployment of a rural broadband network, and commencement of work by the selected Applicant, the County may provide, at County expense, inspection oversight to ensure compliance with design and deployment standards per the negotiated contract.

Deployment of all fiber and fiber-related infrastructure must comply with all National Electrical Contractors Association (NECA) codes and laws at the local, state, federal, and private land levels as they pertain to fiber optic installations.

Other construction requirements that are the responsibility of the Applicant include:

- Provide the County with periodic reports of activities and progression towards milestones, such reports to include information as negotiated in the contract.
- Work with all appropriate agencies to obtain all required right of way approvals.
- Obtain all required permits and private easement approvals.
- Coordinate project deployment with all utilities.
- Obtain any necessary contractor licensing issued by Mahaska County.
- Coordinate and resolve third party or private claims.
- Repair any damages to private property.
- At all times, maintain an adequate staff of experienced and qualified employees for efficient performance.
- At all times, furnish or perform any services in a safe, proper, and workmanlike, manner.

4.3 – NETWORK EQUIPMENT, DESIGN, AND TECHNICAL SPECIFICATIONS

The Applicant must provide high-level network architecture documentation. These should include:

- Fiber/circuit utilization
- Equipment to be used
- Active equipment locations
- Logical equipment designs and specifications
- Any other documents necessary to define and describe the intended architecture.

Network architecture should consider a redundant topology that provides resiliency in the network. While not every component of the network can be redundant, where feasible the Applicant should take steps to make service offerings as resilient as possible.

It is expected that an Applicant may have some preexisting core Assets (fiber, towers, hut sites, etc.) they intend to utilize in providing services to the proposed service areas. Applicants utilizing preexisting infrastructure should describe how these Assets fit into their proposed network architecture.

The Applicant will be responsible for selecting equipment that can deliver the service as outlined in section 4.1.

4.4 – PRESENCE IN COUNTY

While the successful Applicant will receive a capital dollar subsidy from the County, the Applicant may also be contributing significant capital and operational Assets and shall demonstrate they can successfully deliver broadband where the network is required to offer service.

A significant component of the scoring criteria will be the County's assessment of the Applicant's proposed presence within the County, demonstrating its ability to provide adequate service and support to its customers.

4.5 – NETWORK DEPLOYMENT TIMING

The County intends the project be deployed in a continuous fashion commencing immediately upon contract execution.

The County desires that all Rural Broadband Project(s) funded using County ARPA funds be completed prior to September 2026, preferably sooner, or by the negotiated date of the contract with the County. Within their RFP response, Applicants shall provide a proposed schedule for implementation that reflects the most expeditious timeline possible, including engineering, permitting, licensing, construction, and validation.

5 – APPLICANT INFORMATION EXPECTATIONS

- Local references of support – Provide two (2) resolutions of support for County funding by local governments or public institutions in communities in which the provider currently provides services.
- Proposed Contractual Performance Measures – The proposal shall provide details on legal conditions such that once funds are appropriated by the County, the applicant and County contractually form fair and reasonable bonding, escrow, and other legal mechanisms that ensure project funds, by both parties, remain available for constructing the proposed broadband infrastructure project.
- The County may require the successful Applicant(s) to post a letter of credit or performance bond to support its performance obligations. The Applicant shall describe in the RFP response its ability to acquire such surety and denote the limitations of such (e.g., maximum credit lines, bond coverages, etc.)
- Other Pertinent Information – The aforementioned information constitutes the minimum information requested by the County for it to make a determination regarding appropriating funding. Applicants are encouraged to provide additional information that differentiates its proposed broadband services from competing applications that may be used to further define underserved areas within the project, including, but not limited to latency, jitter, technology, upgrade schedule, and customer service and satisfaction

6 – RATING CRITERIA

The following scoring matrix shall be used to determine successful Applicant(s).

Criteria	Points	Score
Project Costs and County Contribution	30	
<ul style="list-style-type: none"> Overall County contribution – priority given to projects that require less County contribution 	30	
Proposed Solution	30	
<ul style="list-style-type: none"> Number of premises served – priority given to unserved first, underserved second 	8	
<ul style="list-style-type: none"> Overall deployment timing - priority given to projects that can be done the quickest 	6	
<ul style="list-style-type: none"> Adherence to technical requirements set forth in Sections 3 and 4 	5	
<ul style="list-style-type: none"> Competitiveness of pricing of product tiers 	3	
<ul style="list-style-type: none"> Priority for projects with multi-gigabit speed tiers at the time of deployment 	2	
<ul style="list-style-type: none"> Coverage, topology, and resiliency elements 	2	
<ul style="list-style-type: none"> Network Design/Proposed Solution 	2	
<ul style="list-style-type: none"> Understanding the requested work 	2	
Applicant Background, Qualifications, and Capabilities	30	
<ul style="list-style-type: none"> Proposed degree of County-wide presence 	7	
<ul style="list-style-type: none"> Relevant project experience 	7	
<ul style="list-style-type: none"> Knowledge, team, and technical competence 	6	
<ul style="list-style-type: none"> Financial stability 	5	
<ul style="list-style-type: none"> Customer service and acquisition capabilities 	5	
Completeness of RFP	10	
Total Rating	100	

7 – RFP RESPONSE FORMAT

To expedite the evaluation of the RFP responses received, Applicants are required to organize proposals in the sequence below.

There is no restriction on the number of pages submitted in the proposal.

1. Cover Sheet
2. Executive Summary of Scope of Work
3. Cost Proposal
4. Technical Approach and Work Plan
5. Company Background
6. Statement of Qualifications
7. Company Financial Statement
8. Appendices

7.1 – COVER SHEET

Complete the RFP 'Attachment A: Cover Sheet' worksheet provided.

Provide the full legal name of the Applicant, including any previous names or doing-business-as names. Signature of an owner, corporate officer, or agent authorized by the Applicant is required.

7.2 – EXECUTIVE SUMMARY OF SCOPE OF WORK

Applicant shall provide an overview of the major features of the RFP submission. Include any suggestions, conclusions, recommendations, or assumptions the Applicant believes are significant to the understanding of the RFP. Sequencing and description of the tasks and/or the time frame for completion of the tasks is required.

7.3 – COST PROPOSAL

Applicant shall provide a detailed breakdown of the total project cost, then clearly indicate the requested County contribution and Applicant's contribution. Attachment C has been provided as a template for the cost proposal. Total project cost shall not include ongoing fees such as licenses, O&M costs, or lease/rent expenses. Additional points will be awarded accordingly for the more Applicant contributes to the total project cost. Should any technical alternatives be included for the County's consideration, a separate cost proposal should be included for each alternative.

7.4 – TECHNICAL APPROACH AND WORK PLAN

A detailed scope of work, to include the specific information listed below.

7.4.1 – TECHNICAL AND PROCEDURAL CONCERNS

Address technical and/or procedural concerns that may influence the proposed project. Applicants should also include any assumptions made within their response.

Explain any type of support required from County personnel.

7.4.2 – TECHNICAL ALTERNATIVES

Describe any technical alternatives or exceptions to listed specifications. Cite the applicability of alternative approaches/procedures to address County objectives and the advantages to be gained through their use.

Clearly acknowledge the project technical requirements as outlined in Section 4. Any exceptions the Applicant may have to the technical requirements as outlined in in Section 4 of this RFP must be clearly called out and described.

The inability of an Applicant's proposal to meet the technical requirements and speeds of this RFP is not an automatic means of disqualification. The Applicant shall clearly and thoroughly define any proposed solutions or technical alternatives which may not meet the eligibility requirements of ARPA due to constraints with geography, topography, or excessive costs, but will expand high-speed internet to un/underserved premises.

7.4.3 – IMPLEMENTATION SCHEDULE

In this section of your proposal, you are to describe the anticipated schedule to deploy, operate, and maintain a Broadband Internet Network, including anticipated resources required. Applicant should provide a proposed schedule for design, permitting, construction, and initiation of broadband services to the specified areas of the County. The timeline schedule should include key milestones and phasing plans. Should any technical alternatives be included for the County's consideration, a separate schedule should be included for each alternative.

7.4.4 - STAFF CAPABILITIES AND EXPERIENCE

Applicant should clearly describe the capabilities, qualifications, and certifications of the staff to be assigned to support the County.

The County realizes that this work effort may require the services of multiple entities organized into a project team. Applicants have the option of engaging the services of subcontractors for completion of this project. If your proposal involves any subcontractors, provide full details on the nature of work to be performed by them.

The division of work assigned to subcontractors must be clearly specified in the Technical Approach and Work Plan section of your Proposal. The subcontractors' qualifications must be detailed in the Company Background section of your proposal. Subcontractor financial statements must also be provided with the Cost Proposal.

7.4.5 – PROJECT LOCATION

Describe proposed project location(s). Provide coverage area Asset narratives as applicable to support the proposed design that demonstrates coverage of the project location within the specified area(s).

Provide map(s) outlining Asset placement as applicable to support the proposed design that demonstrates coverage of the project location within the specified area(s).

Clearly state how many premises will be covered and at what levels of service.

7.4.6 – SERVICE DELIVERY AND DESIGN

Provide detailed service delivery and design information, as outlined in the Applicant's submission, to fully describe the service delivery platform being proposed. Provide a detailed narrative and related diagrams outlining your proposed network design, the specific equipment to be used and verification that it meets the standards specified to deliver the products as outlined in Section 4.

For each product being proposed within the scope of this RFP please provide the following information as applicable:

- Downstream speed
- Upstream speed
- Monthly recurring cost (MRC) – inclusive of estimated taxes and fees.
- One-time non-recurring installation costs (NRC) – inclusive of estimated taxes and fees.
- Narrative of installation requirements/process.
- Service level agreement and performance metrics for each.
- Provide maps describing planned cable installation and preexisting cable routes that support meeting coverage requirements specified in the RFP.
- Document last mile access technology.

7.4.6.1 – SERVICES REQUIRED

All proposals are required to include a description of the services required as the Applicant's organization would address support of the deployment, operation, and maintenance for the delivery of broadband Internet network products and services throughout the County. Provide a narrative of your current and/or intended presence in the County (e.g., sales, administrative, customer service personnel) in support of the Internet infrastructure established as a result of this RFP.

7.4.6.2 – SERVICE LEVEL AGREEMENTS

The County has identified the following minimum service level requirements (SLR) which must be followed by the Applicant. Detailed requirements will be mutually defined by the County and selected Service Provider during contract negotiations, and may be amended, added to, and subtracted from by mutual agreement during the contract term.

- ISP Internet access will be available ninety-nine (99) percent of each month.
- ISP Internet access will be expected to deliver 1Gbps download and 1Gbps upload, with average latency of 30 milliseconds or less.
- ISP will monitor and administer the Internet assets twenty-four (24) hours a day, seven (7) days a week, three hundred sixty-five (365) days per year.
- ISP will provide preventative maintenance whenever possible through proactive installation of patches, upgrades, hot fixes, service packs, and updates.
- ISP will provide constant security monitoring of the Internet assets.
- ISP will provide ongoing capacity management and planning to assure internet traffic throughput meets the required speeds.
- OTHER SLR AS DETERMINED.

General Network and Testing Standard requirements are stated in Section 8 for each type of service.

7.5 – COMPANY BACKGROUND

Please provide the following information as part of your company background and current capabilities:

- Overview of your company history, number of years in operation, and management team. Also, indicate if your company is currently registered to do business in the State of Indiana.
- Overview of your organization's services products and capabilities. Include any brochures or marketing material you feel would help give the County a better appreciation for your capabilities.
- Outline your company's capacity to handle a project of this size and complexity. If your capacity entails hiring additional staff should your organization be awarded the County contract for this work effort, identify

the quantity and type of staff you envision adding, and the time frame you anticipate the acquisition to take. The County would prefer the staff were in place by the time the initial assessment is completed.

- Identify key staff to be assigned to the project with highlights of their qualifications.

7.6 – STATEMENT OF QUALIFICATIONS

Provide two (2) resolutions of support for County funding by local governments or public institutions in communities in which the provider currently provides services.

Provide a description of (up to) three (3) projects similar to the one described in this RFP that your company has deployed within the last five (5) years. Outline services offered, geography covered, network design utilized, and customer types served. For each project provide the contact information for the primary reference for each of the projects including: the company/organization name, a primary point of contact, their title, and their phone number. The preference of the County would be to receive a list with both older established sites as well as new installations if possible. Nothing in this RFP shall be construed directly or indirectly restrict potential respondents to any predetermined class of respondents defined by experience on similar projects, size of company, union membership, or any other criteria.

7.7 – COMPANY FINANCIAL CAPACITY STATEMENT

All Applicants must provide documentation of financial viability, evidenced by credit ratings/reports, reference letters from your bank or reference letters from suppliers.

7.8 – APPENDICES

Applicants can attach such documentation as desired to support the RFP response to assist the County to better assess the Applicant's RFP submission. If used, Appendices must be clearly labeled with a purpose for submission.

ATTACHMENT A: COVER SHEET

Name of Person, Business or Organization:	
Type of Entity:	
Federal Tax ID Number:	
DUNS Number:	
Contact Person – Name	
Contact Person – Address	
Contact Person – Phone Number(s)	
Contact Person – E-mail address(es)	

By signing this *Cover Sheet* I hereby attest: that I have read and understood all the terms listed in the RFP; have read and understood all terms listed in this proposal; that I am authorized to bind the listed entity into this agreement; and that should this proposal be accepted, I am authorized and able to secure the resources required to deliver against all terms listed within the RFP as published by Mahaska County, Iowa, including any amendments or addenda thereto except as explicitly noted or revised in my submitted proposal.

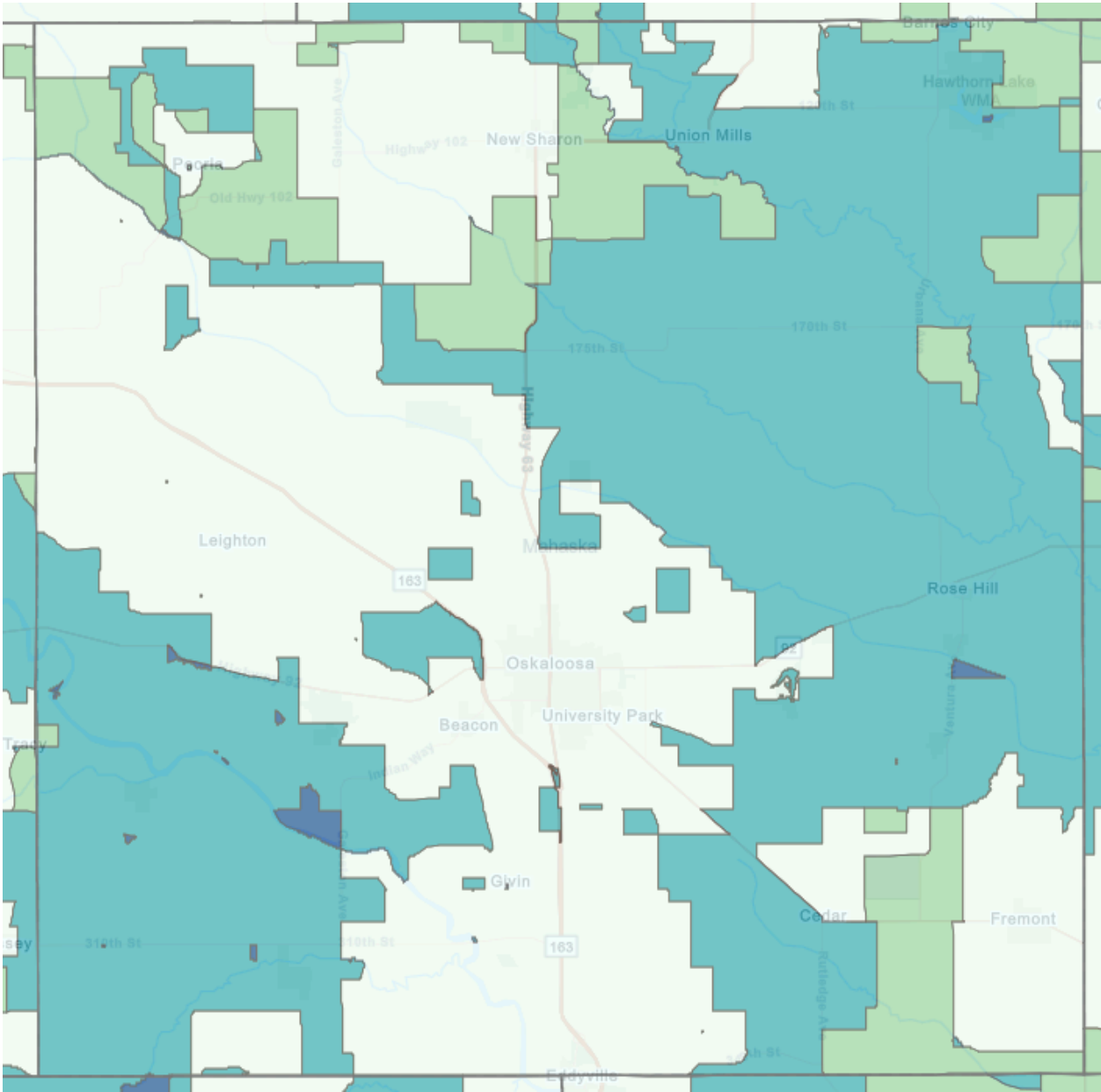
Signature of Authorized Representative

Printed Name of Authorized Representative

Date

Printed Title of Authorized Representative

ATTACHMENT B: IOWA BROADBAND MAP V.4



Legend



Iowa Broadband V4 (Overview)

- 1
- 2
- 3
- Non-TSA
- <all other values>

ATTACHMENT C: PROPOSED PROJECT BUDGET WORKSHEET

Attachment C

	Total Project	County Request	Applicant Share
Engineering			
Inside Plant Engineering			
OSP Engineering - Final Design/Bidding			
Construction Phase Services			
Total Engineering/Design			
Transport			
Construction Materials			
Construction Labor			
Total Transport Construction			
Outside Plant			
Construction Materials			
Construction Labor			
Total Distribution Network Construction			
Capitalized Drops			
Residential Drop Costs			
Business Drop Costs			
Total Capitalized Drops			
Fiber Transport Electronics			
Residential CPE Costs			
Business CPE Costs			
Total Access Equipment			
Customer Premise Equipment			
Installations			
ONT + WiFi			
Total Customer Premise Equipment			
CO Equipment			
Router/Switch			
IP Addresses			
Servers			
OLT			
Other Equipment			
Total CO Equipment			
Total - Capital Expenditures			

